

Message Text

CONFIDENTIAL

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72

ACTION ARA-10

INFO OCT-01 ISO-00 DODE-00 EB-07 NSAE-00 TRSE-00 ERDA-05

CIAE-00 COME-00 L-02 H-02 /027 W

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R 291938Z APR 75

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC 8314

INFO AMCONSUL CALI

AMCONSUL MEDELLIN

C O N F I D E N T I A L BOGOTA 3938

EO. 11652: GDS

TAGS: ESTC CO

SUBJECT: US COMPANY INTEREST IN EXPORTING TO CUBA

1. MANAGEMENT OF OWENS CORNING FIBERGLASS COLOMBIA SA A 100 PERCENT SUBSIDIARY OF THE US COMPANY, HAVE INFORMED US OF THEIR PLANS TO INVESTIGATE POSSIBILITY OF EXPORTING TO CUBA. ENGLISH CITIEAN EXECUTIVE OF COMPANY INTENDS TO TRAVEL TO HAVANA WITHIN THE NEXT FEW WEEKS TO ESTABLISH CONTACTS AND SURVEY MARKET.
 2. POTENTIAL EXPORT PRODUCTS INCLUDE FIBERGLASS PANELS AND INSULATING MATERIALS. ABOUT 90 PERCENT OF THE RAW MATERIAL WOULD BE OF COLOMBIAN ORIGIN. COMPANY OFFICIALS BELIEVE MARKET INITIALLY WOULD BE IN THE RANGE OF \$100,000 YEARLY. COMPANY IS ALREADY EXPORTING TO THE CARIBBEAN AREA AND, ACCORDING TO MANAGEMENT, INITIATIVE FOR EXPORTS TO CUBA COMES FROM COLOMBIAN SUBSIDIARY RATHER THAN FROM COLOMBIAN GOVERNMENT OR PARENT COMPANY.
 3. EMBASSY HAS ADVISED COMPANY THAT U.S. LAW STILL APPLIES REGARDING EXPORTS TO CUBA BY US SUBSIDIARIES ABROAD AND HAS RECOMMENDED THAT HOME OFFICE OF OWENS CORNING CONTACT DEPARTMENT OF STATE (ARA/NC-MAISTO) FOR GUIDANCE.
 4. EMBASSY WOULD APPRECIATE ANY INFORMATION REGARDING U.S. LAW WHICH MIGHT BE OF USE TO LOCAL OWENS CORNING MANAGEMENT.
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Message Attributes

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